

That which is claimed:

1. A method for conveying sales options comprising:

5 offering a plurality of telecommunications related products to a customer;

receiving a selection from said customer;

determining an offering price for said selection, employing a progressive discount; and

presenting said offering price to said customer.

10 2. The method of claim 1, wherein said progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

15 3. The method of claim 1, wherein determining an offering price for said selection, employing a progressive discount, further comprises:

accessing a predetermined pricing table to determine a product price, wherein said selection comprises at least one product; and

if more than one product is selected, summing the product prices.

20 4. The method of claim 1, wherein determining and offering price for said selection, employing a progressive discount further comprises:

accessing a predetermined pricing table having a product number, a product base price, and a discount rate to determine a product price wherein said selection comprises at least one product; and

summing the product prices employing the formula

$$OP = \sum_{i=1}^n S_i P_i (1 - (A_j)_i) \text{ where:}$$

25 OP is the offering price;

i is the product number;

S_i is a switch that has a value of 1 if the i^{th} product is selected, and a value of 0 if the i^{th} product is not selected;

P_i is the base price of the i^{th} product; and

A_j is the discount rate, where "j" represents the number
5 of selected products.

5. The method of claim 1, further comprising:

receiving information about customer usage of said plurality of products; and

10 recommending products based on received information about customer usage.

6. The method of claim 1, further comprising:

providing to said customer, an incremental offering price of an upgrade to said customer's selection.

7. The method of claim 1, further comprising:

15 providing an opportunity for said customer to change said selection;

if customer changes said selection, receiving customer's changed selection;

determining an offering price for customer's changed selection; and

presenting said offering price to said customer.

20 8. Computer readable media for conveying sales options comprising:

a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

25 a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price to said customer.

9. The computer readable media of claim 8, wherein said progressive discount comprises:

5 providing a greater discount upon selection of at least one of a greater number and a higher level of products.

10. The computer readable media of claim 8, further comprising:

a fifth set of instructions for receiving information about customer usage of said plurality of products; and

10 a sixth set of instructions for recommending products based on received information about customer usage.

11. The computer readable media of claim 8, further comprising:

a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

15 12. The computer readable media of claim 8, further comprising:

an eighth set of instructions for providing an opportunity for said customer to change said selection.

13. A system for conveying sales options comprising:

computer readable media comprising:

20 a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

25 a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price.

a computer in communication with said computer readable media;

a telephone; and

a telephone operator, wherein said operator obtains customer's product selections, and conveys said offering price.

5 14. The system of claim 13, wherein said progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

15. The computer readable media of claim 13, further comprising:

10 a fifth set of instructions for receiving information about customer usage of said plurality of products; and

a sixth set of instructions for recommending products based on received information about customer usage.

16. The computer readable media of claim 13, further comprising:

15 a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

17. The computer readable media of claim 13, further comprising:

an eighth set of instructions for providing an opportunity for said customer to change said selection.

18. A system for conveying sales options comprising:

20 computer readable media comprising:

a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

25 a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price;.

a computer in communication with said computer readable media; and

a kiosk comprising said computer and an interface for public interaction.

5 19. The system of claim 18, wherein said progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

20. The computer readable media of claim 18, further comprising:

10 a fifth set of instructions for receiving information about customer usage of said plurality of products; and

15 a sixth set of instructions for recommending products based on received information about customer usage.

21. The computer readable media of claim 18, further comprising:

15 a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

22. The computer readable media of claim 18, further comprising:

an eighth set of instructions for providing an opportunity for said customer to change said selection.

20